8 game-changing finance analytics

use cases for excellent decision-making

sa.global
AGILE, CAPABLE AND COMMITTED

Across organizations, the finance function has always been a data-intensive team. However, the sheer volume and complexity of data they are dealing with today has made it even more critical for them to access the right insights. Uncovering the real stories behind data, identifying anomalies, uncovering the root cause, and spotting the deviations can become the basis for crucial business decisions.

It is no wonder that mature organizations are increasingly using finance analytics to fuel a data-driven culture for the finance function.

The Microsoft Industry Cloud for Software Services Firms is helping software services businesses to leverage financial analytics and elevate their business outcomes.

Here, we dive into 8 game-changing use cases for finance analytics that can equip finance teams to turn data into actionable insights.

So, what is the Microsoft Industry Cloud for Software Services Firms?

The Microsoft Industry Cloud for Software Services Firms is a comprehensive, industry-specific cloud solution by sa.global. It leverages Microsoft's full suite of cloud technologies, including Azure, Dynamics 365, Power Platform, Microsoft 365, and Copilot to create a connected, composable, and secure ecosystem tailored for Software Services firms.

It unifies business operations by connecting critical functions such as business development, operations, finance, and HR and enhances visibility and efficiency through streamlined workflows and improved decision-making. It offers an industry-specific solution tailored for service-centric organizations, drawing from sa.global's expertise working with software services firms across 80 countries for 30+ years.

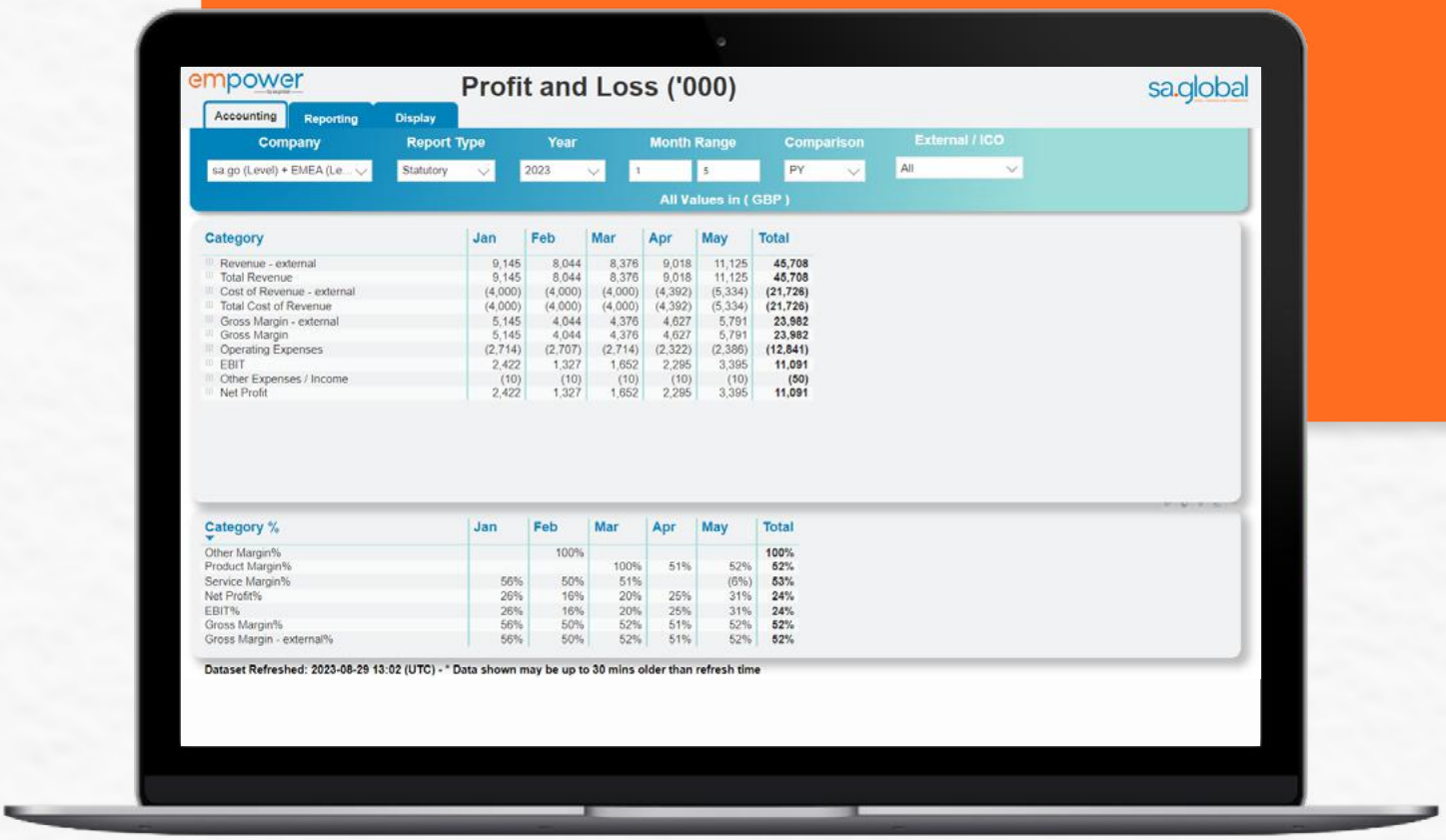
The platform provides a solid foundation for AI within your business, by consolidating and connecting enterprise-wide data to deliver business and role-specific intelligence, ensuring continuous innovation.

Businesses can access all critical data in a single dashboard with evergreen and supercharge productivity with the empower suite of solutions which are part of the Microsoft Industry Cloud for Software Services Firms.

Here, we dive into 8 game-changing use cases for finance analytics that can equip finance teams to turn data into actionable insights using the empower suite of apps - intelligent solutions that are tailored for your business.

Make month-end reporting a smooth journey

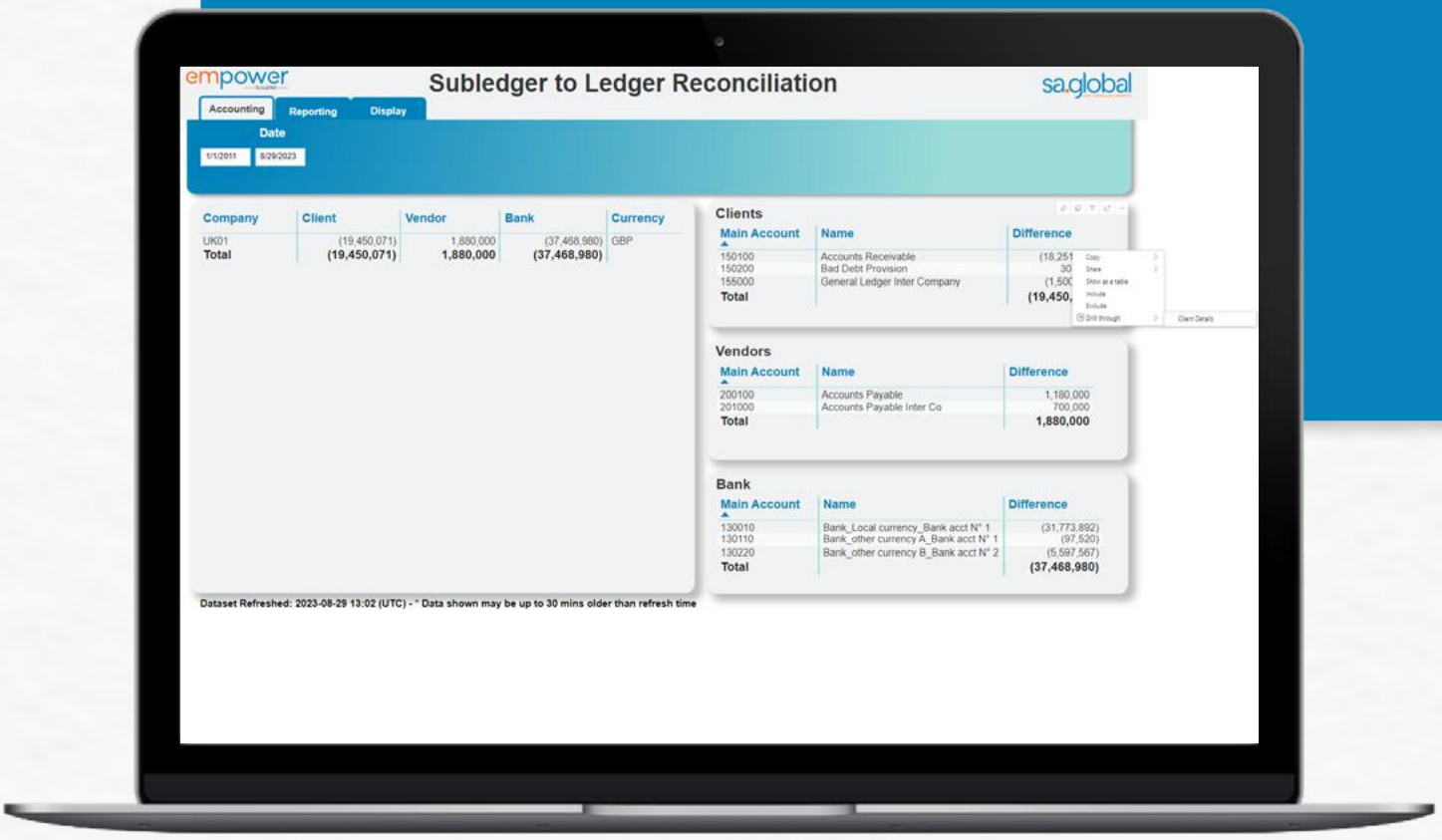
Forget late nights and frantic work on spreadsheets. Finance analytics can transform month-end reports into aesthetic, interactive dashboards, giving you instant insights at your fingertips. Save time each month, eliminate errors, and impress stakeholders with real-time financial clarity.



Screenshot sourced from sa.global's empower suite of solutions

Eliminate subledger to ledger reconciliation chaos

Tired of chasing discrepancies? A simple reconciliation report can automate your sub-ledger to ledger reconciliations, freeing you for strategy and analysis. Sleep soundly knowing errors are caught before they become roadblocks for your business. You can now reclaim valuable time, boost accounting accuracy, and avoid costly audit fees.



Screenshot sourced from sa.global's empower suite of solutions

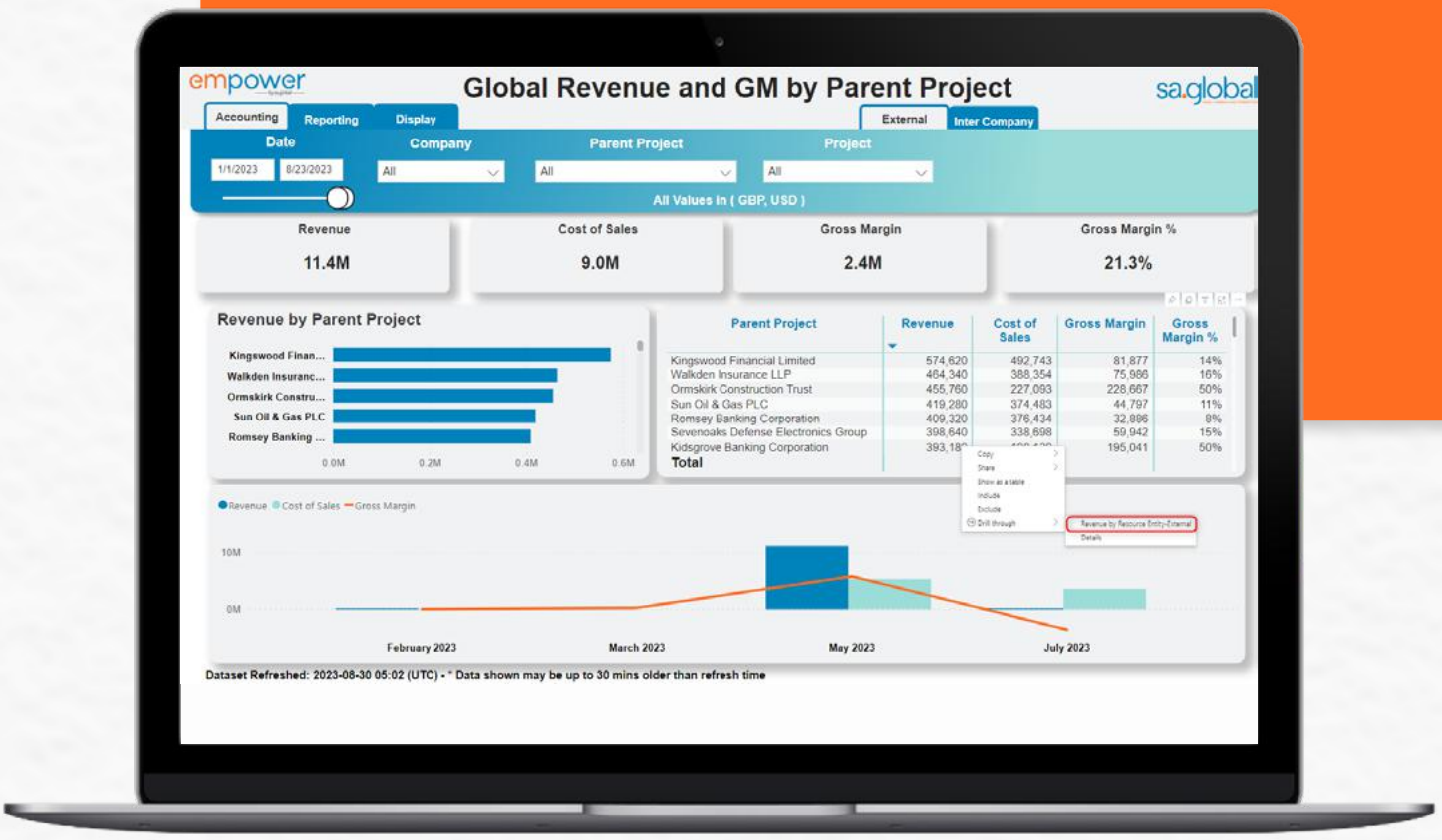
Analyze top clients by total/ monthly revenue

Advance your knowledge about your clients. Dive deep into their monthly spending habits, payment schedules, and predict future revenue and cash inflow. With a sharp focus on client cash behavior, you can increase client retention, identify upsell opportunities, and personalize the client's journey for maximum loyalty.

Screenshot sourced from sa.global's empower suite of solutions

Assess entity contribution to projects

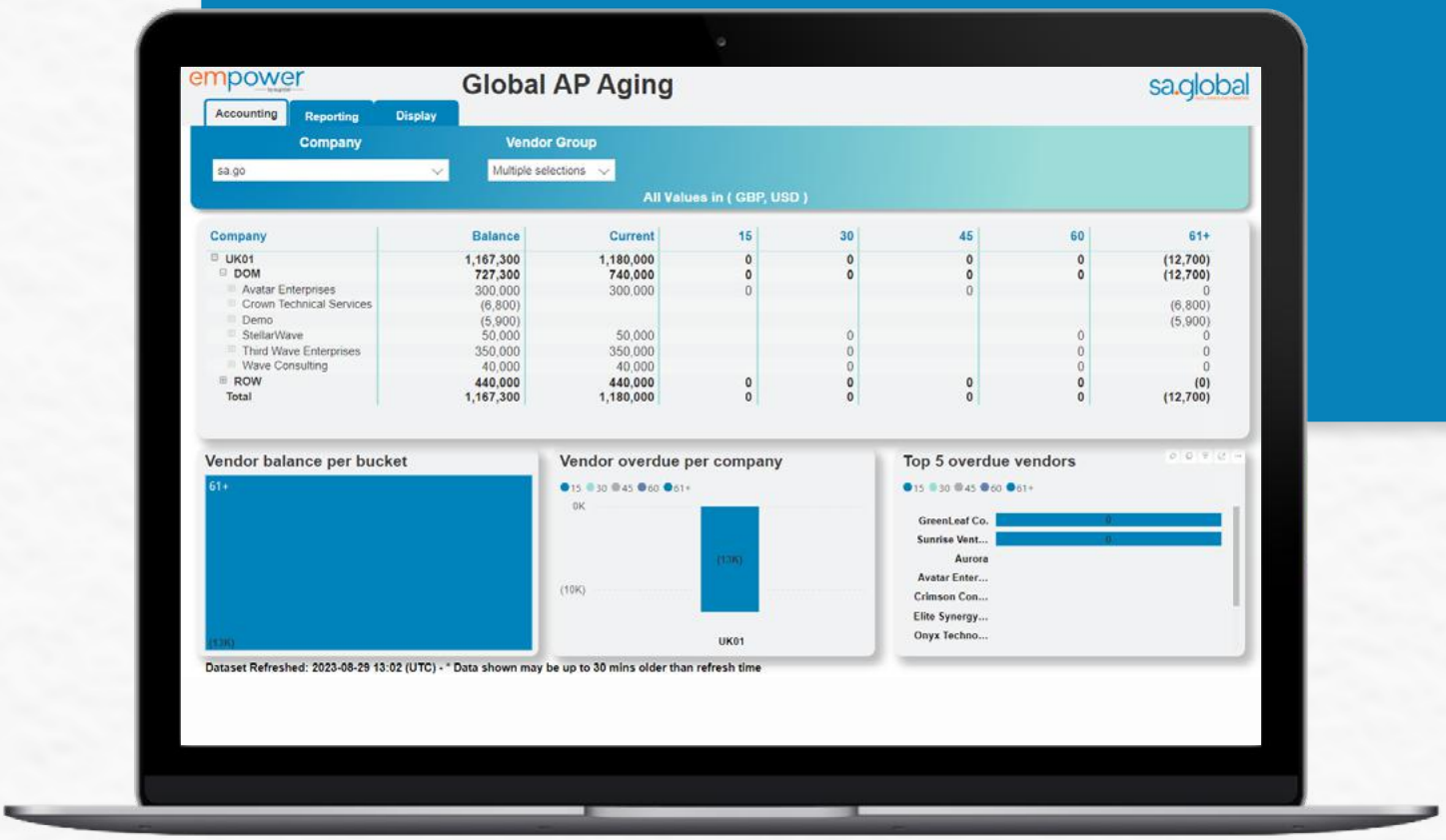
Servicing more than one entity for a particular client? Get complete visibility on how each entity is contributing to your business growth. Identify teams or departments within each project that are the true MVPs. With that insight, you can now optimize resource allocation, improve team collaboration, and boost overall project efficiency.



Screenshot sourced from sa.global's empower suite of solutions

View global AP/AR

Keep track of the health of the cash flow with real-time finance analytics. View real-time updates on accounts payable and receivable across continents, spot late payments instantly, and adjust payment terms based on past payment patterns and insights of the clients. Reduce late fees, improve cash flow predictability, and strengthen relationships with international vendors and clients.



Screenshot sourced from sa.global's empower suite of solutions

Screenshot sourced from sa.global's empower suite of solutions

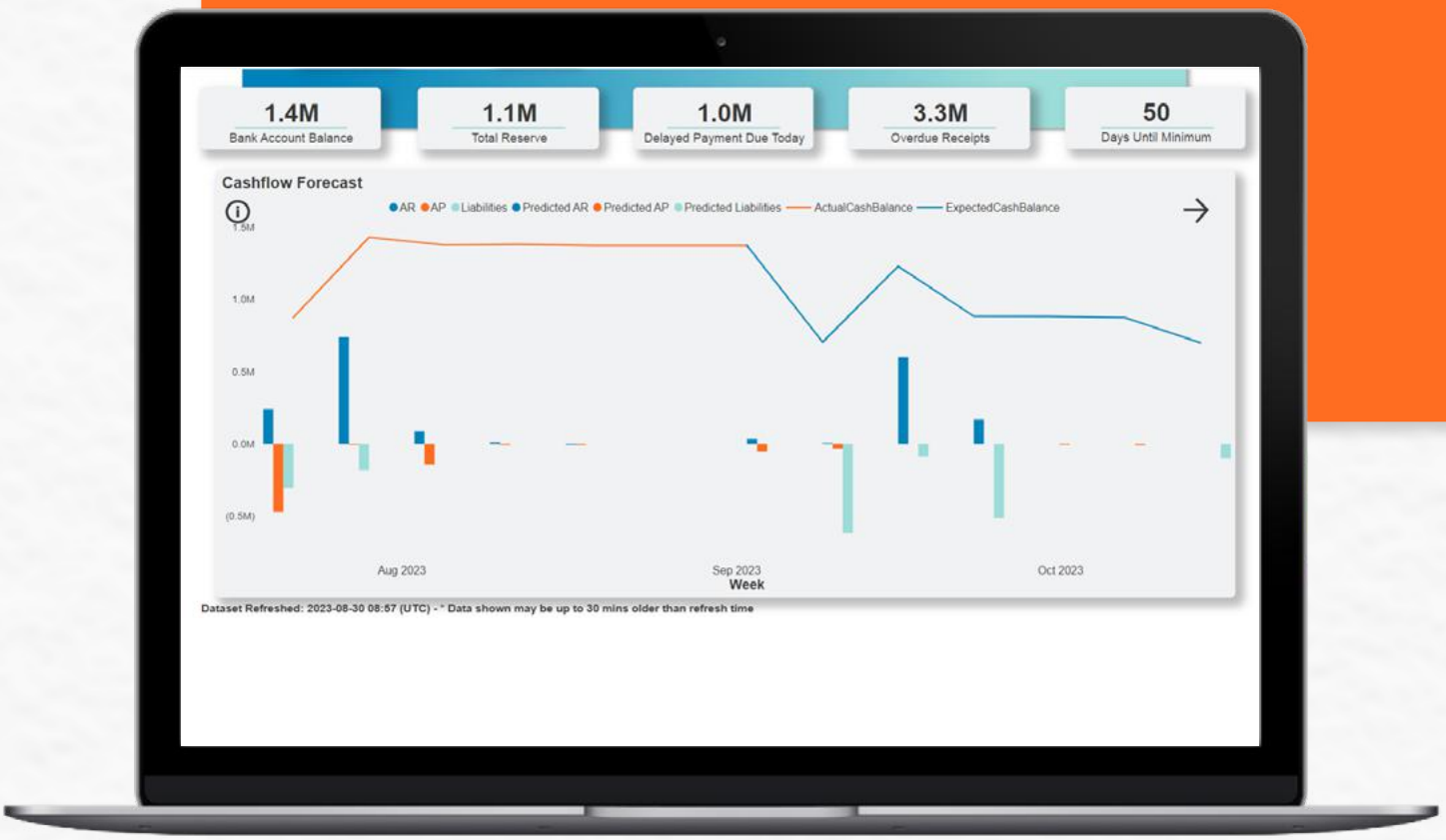
Take stock of client wallet share and lifetime value

Unlock insights into your clients' lifetime value and wallet share. Segment them based on payment patterns, identify upsell goldmines, and personalize offers that make them loyal to your business. And the outcome? You can grow client lifetime value, personalize marketing campaigns, and turn them into enthusiastic brand ambassadors.

Screenshot sourced from sa.global's empower suite of solutions

Cashflow forecast

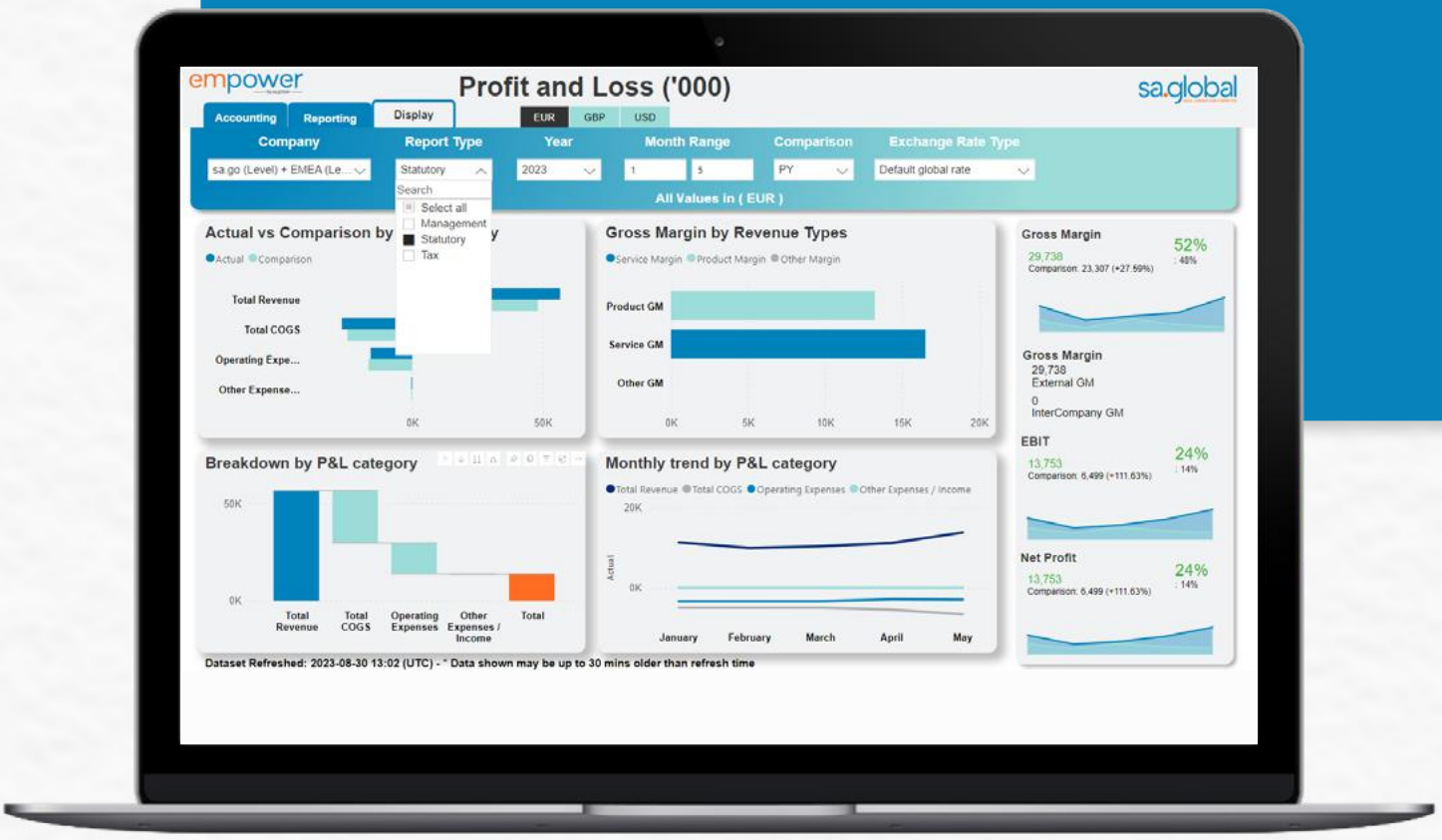
Predict your cash flow with laser precision, considering projects, client payments, and even seasonal fluctuations. You can now make informed investment decisions, prevent cash shortfalls before they arise, and navigate any financial storm with confidence.



Screenshot sourced from sa.global's empower suite of solutions

Profit & Loss screen

Don’t settle for blurry overviews of critical metrics. The P&L screen lets you drill down and uncover hidden cost drivers, optimize pricing strategies, and identify profit opportunities. Armed with that insight you can achieve cost reductions, make data-driven decisions at every level, and turn cost control into a competitive superpower.



Screenshot sourced from sa.global’s empower suite of solutions

The finance function is no longer just about crunching numbers. In today's dynamic world, CFOs face a tidal wave of challenges and demands, from fluctuating markets to rising operational costs. To navigate this new landscape, data-driven insights are no longer a luxury; they are an imperative and can help businesses stay competitive.

But becoming insight-driven isn't a flip-the-switch transformation. It's a journey and one that requires a holistic approach, strategic steps, and the right partner by your side. An experienced technology partner can be your compass, guiding you through the complexities of building robust analytics capabilities and unlocking the true power of data-driven decision-making.

*If you would like to help your project delivery teams also benefit from the power of analytics, you can share **this guide** with them.*

Suggested Reading

- Quick guide: 9-points to consider while choosing your financial analytics implementation partner
- Building a future-ready data and analytics strategy

sa.global
AGILE, CAPABLE AND COMMITTED

www.saglobal.com
info@saglobal.com

Member of Microsoft's Inner Circle for 12 years

11-time Winner of the Microsoft Dynamics Partner of the Year Award

Let's **talk**

APAC: +65 62084857
EMEA: +44 (0) 2921 055902
Americas: +1 888 350 3123

032024